



Training file
11/1/66

St. Clare House, Minories, London EC3
Telephone Royal 8741; Telex 25368; Grams/Cables Marinst, London EC3

Your Ref: CADZ/ENG/BRR
Our Ref: M/MLH/VAEB

4th January 1966

Queens Radio & Television Corporation,
796 & 861 Alutmawatte Road,
Colombo 15.

Recd 11/1/66

Dear Sirs,

ENGINEERS TRAINING

Further to our letter of the 13th December, we write to advise you of details of the training course and accommodation arranged for Mr. Cooray. By copy of this letter, we are advising Mr. Cooray direct.

The training programme now proposed is as follows:-

- | | |
|----------------------------|--|
| February 28 - March 18th - | Fishing and Navigational Training at Barkingside. |
| March 21st - April 1st - | Radar Type 14/9/12 and 17 Training at Barkingside |
| April 4th - 15th - | Fishing Echo Practical Training at a Scottish Depot |
| April 18th - 29th - | True Motion/Photoplot/Interswitched training at Southend. |
| May 2nd - 13th - | Practical training on Navigational Echo Sounders and systems Radar at Barkingside Depot. |

Accommodation for the first two periods has been arranged at the following address:-

C/o Mrs. Bestley,
24 Cleves Walk,
Hainault, Essex.

The reservation is from Saturday 26th February and the lodgings are convenient to our factory. Subsequent accommodation arrangements for the remainder of the course will be made direct with Mr. Cooray after he commences instruction.

Yours faithfully,
for KELVIN HUGHES

M.L. Hobbs
Sales Department



Training File
15/3/66

St. Clare House, Minories, London EC3
Telephone Royal 8741 : Telex 25368 : Grams/Cables Marinst, London EC3

Our Ref:- M/MLH/VAEB
Your Ref:- CADZ/ENG/BHR .

10th March 1966

Queens Radio & Television Corporation,
796 & 861 Alutmawatte Road,
Colombo 15.

Dear Sirs,

ENGINEER'S TRAINING

In reply to your letter of the 4th March, we are glad to confirm that Mr. Cooray is now receiving training at our factory. Arrangements have been made for progress reports to be sent to you as requested.

We also note your comments regarding Mr. Cooray's bank remittance and will be pleased to advance money to him on a loan basis should this be required.

Yours faithfully,
for KELVIN HUGHES

M.L. Hobbs
Sales Department

29/3/66 Acknowledged
Ref KH 13/66.



KELVIN HUGHES
A DIVISION OF SMITHS INDUSTRIES LIMITED

St. Clare House, Minories, London EC3
Telephone Royal 8741 : Telex 25368 : Grams/Cables Marinst, London EC3

Our ref: M/JS/DVG
Your ref: CADZ/ENG/BHR

30th August, 1966.

Queens Radio and Television Corporation,
796 and 861 Alutmawatte Road,
Colombo 15,
Ceylon.

For the attention of Mr. C.B. Motha, M.B.E.
Managing Director.

Dear Sirs,

Mr. N.C. Cooray - Training Courses.

Thank you for your letter of the 13th August, we now have pleasure in giving below our instructor's comments on Mr. Cooray's progress.

"Mr. Cooray was extremely enthusiastic for understanding the Echo and Radar equipment in all its aspects and was particularly interested in application techniques and fault analysis. Apparently his theoretical knowledge was adequate and enabled him to follow all instruction without difficulty. His practical ability for the rectification of faults and practical maintenance requires further training, but with experience he should obviously become an excellent engineer, capable of satisfactorily maintaining all equipment. "

We apologise for not sending this report sooner, but the delay was caused by the fact that one of the instructors has been away on holiday.

Yours faithfully,
for KELVIN HUGHES.

J. Smith.
Sales Department.

4/10/66 Replied KH 26/66

KELVIN HUGHES DIVISION



St. Clare House, Minorities, London E.C.3

Phone: Royal 8741 Grams: Marinst Phone London Telex: 25368

Cables: Marinst London-EC 3

Yr. ref: CADZ/ENG/BHR
Our ref: M/TWB/OR

30th April, 1965.

Queens Radio & Television Corp.,
796 & 861 Alutmawatte Road,
COLOMBO 15,
Ceylon.

*7th May '65
off. Sayge.*

Dear Sirs,

re: Specialised Training

In reply to your letter of 15th March, we shall, of course, be pleased to arrange for a course at our factory for your engineer, commencing in June, 1966. Before sending you the letters requested, stating that you are our sole service agents, we would like to clarify the situation regarding the extent of your Agency activities in Ceylon. We are informed that you represent the Norwegian Simrad Company, who are competitors of ours in the Echo Sounder field. We also note from your letter that you are arranging for your engineer to undergo a course of training at the Decca factory. Does this mean that you also represent Decca, who are, of course, radar competitors of ours.

We look forward to receiving your early reply, so that we may progress this matter.

Yours faithfully,
for S. Smith & Sons (England) Ltd.,


T. W. Bewsey
KELVIN HUGHES DIVISION

8/5/65 Replied



KELVIN HUGHES

KELVIN & HUGHES (MARINE) LIMITED

DIRECTORS
G. B. G. Potter, B.Sc., M.I. MECH. E., F.R.A.E.S. (CHAIRMAN)
W. T. Slater, M.Sc., A.F.R.A.E.S.
C. G. White (GENERAL SALES MANAGER)
A. T. Pye
F. W. Bates
W. Halliday, B. ENG.
R. M. Stephenson, A. M.I. MECH. E.

KELVIN HOUSE · WEMBLEY PARK DRIVE · WEMBLEY · MIDDLESEX
Telephone: Wembley 8888 · Telegrams: Marinst, Wembley, Telex · Telex: 25366

YOUR REF. **ENG.WFW.MAW.** OUR REF. **M/TWB/MR.**

21st April, 1960.
Dictated 20th.

3
Queen's Radio & Television Corporation,
861, Alutmawatte Road,
COLOMBO, 15.
Ceylon.

Dear Sirs,

AGENCY AGREEMENT

We refer to your letter of the 21st March and wish to advise you that we shall be preparing a draft agency agreement which will be sent to you for consideration at an early date.

We are pleased to note that you have successfully overcome the difficulties which have occurred in your Organization and that you have now re-established service on a satisfactory basis.

Whilst we are progressing the preparation of the agency agreement, perhaps you would let us know the extent of your commitments to other Principals, particularly any which may be handling competitive lines to our own.

Yours faithfully,
KELVIN & HUGHES (MARINE) LIMITED.

m Rost.

pp T.W. Bewsey.
Assistant Overseas Sales Manager.



KELVIN HUGHES

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R. M. Stephenson, A.M.I. MECH. E.
H. R. Whitfield, M.I.E.E.

99 FENCHURCH STREET · LONDON · E. C. 3

Telephone: Mincing Lane 3488 · Telegrams: Marinst, London

YOUR REF.

OUR REF.

M/TWB/DL.

24th April 1958.

Queens Radio & Television Corporation,
861, Alutmawatta Road,
Colombo-15,
Ceylon.

Dear Sirs,

Kelvin-Hughes Echo Sounder Spares
Colombo Depot

We have for reply your letter received earlier this year concerning spares required for service in Colombo.

We are enclosing herewith our Quotation No. 5407 covering various items listed in your letter. It will be seen that we have quoted our list price for these spare parts. We have found by experience that it is far more satisfactory for all parties concerned to handle spares on a straightforward purchase basis, rather than become involved in holding on consignment stocks. 15% discount or commission has been allowed on the list price of the spares, and your list price in Ceylon may be ascertained by adding the cost of freight, duty and landing charges. In the case of service on equipment still under guarantee or under maintenance contract to Kelvin & Hughes, we will accept your invoices for spares used on the basis of your selling price in Ceylon. This enables you to earn your normal profit on spares used whether invoiced to local shipowners or ships agents or invoiced to Kelvin & Hughes under guarantee or maintenance contract.

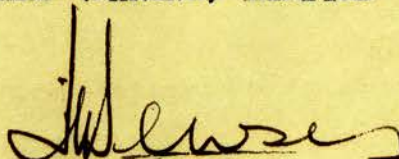
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Page 2.

We had expected that a senior representative of the company might have been in your area a short time ago and had hoped to have the opportunity of discussing further details of our association. However, it has not been possible for us to pay you a visit and we will, therefore, progress further details through correspondence. Should any of your executives arrange to visit this country, we will of course be very pleased to see you.

We are arranging to send under separate cover a selection of our latest literature and shall be pleased to submit quotations against your specific requirements for our instruments which may be required in Ceylon.

Yours faithfully,
KELVIN & HUGHES (MARINE) LIMITED



T.W. Bewsey.
Assistant Overseas Sales Manager

Encl:
Quotation No. 5407.



KELVIN HUGHES

KELVIN & HUGHES (MARINE) LIMITED

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H. R. Whitfield, M.I.E.E.

99 FENCHURCH STREET · LONDON · E. C. 3

Telephone: Mincing Lane 3488 · Telegrams: Marinst, London

YOUR REF.

OUR REF.
M/TWB/DL.

10th October 1957.

Queens Radio & Television Corporation,
861, Alutmawatta Road,
Colombo-15,
Ceylon.

Dear Sirs,

Kelvin-Hughes Echo Sounder and
Radar Service - Ceylon

We wish to thank you for your letter of the 24th August and to refer to the previous correspondence we have had with your goodselves concerning the transfer of our service arrangements in Ceylon. We would like to advise you of our acceptance of your proposal to carry out service on our behalf, and would like to conclude this arrangement forthwith as we are informed by Walker Sons & Co., Ltd., that they have ceased carrying out this type of servicework to ships from the 30th September.

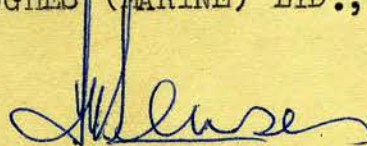
We understand from Messrs. Walker Sons & Co. Ltd., who have strongly recommended your goodselves to carry on this work, that they are arranging to hand over to you a number of spare parts, not necessarily exclusive to Kelvin-Hughes instruments. Will you please advise if any of our maintenance service books have been handed over to you by Walkers, so that we may consider sending you copies of all the relevant service books and to give further consideration to the holding of spares for our equipment in Ceylon.

Cont'd....

On the question of sales, it is still not absolutely clear to us that you are free to represent us for the sale of our equipment. Our agency arrangements usually call for exclusive representation when both sales and service are concerned, and it is possible that your agreement with other companies may be on this basis.

However, we shall be pleased to discuss this matter further with you and, in the meantime, enclose herewith for your information a press hand-out received from the Fisheries Division of the Food and Agricultural Organisation in Rome concerned with the future outlook for the Ceylon fishing industry. As you know, we are specialists in the supply of instruments for fishing vessels and, at this moment, have several representatives attending an F.A.O. Conference in Hamburg, where Kelvin-Hughes instruments, suitable for installation on fishing vessels, are being displayed. If you are free to offer Kelvin-Hughes instruments, we should welcome from you a brief market survey so that we may consider further means of assisting you in promoting sales of our products.

Yours faithfully,
KELVIN & HUGHES (MARINE) LTD.,



T.W. Bewsey.
Assistant Overseas Sales Manager

Enclo:

1957 Miniature General Catalogue.

S. Smith & Sons (England) Ltd

Training File

KELVIN HUGHES DIVISION



St. Clare House, Minorities, London E.C.3

Phone: Royal 8741

Grams: Marinst Phone London

Telex: 25368

Cables: Marinst London-EC 3

Recd 20/12/65

Your Ref: CADZ/ENG/BHR
Our Ref: M/MLH/VAEB

13th December 1965

Queens Radio & Television Corporation,
796 & 861 Alutmawatte Road,
Colombo 15.

Dear Sirs,

ENGINEERS TRAINING

We thank you for your letter of the 3rd December concerning your engineer Mr. N.C.U. Cooray.

We have learned from Messrs. S.G. Brown that Mr. Cooray will complete his course of instruction at their training establishment on the 25th February 1966. Arrangements are therefore being made for the training course that we shall provide to be commenced on the 28th February 1966 and the programme will be more or less as suggested in our letter M/RW/CK of the 26th November last. Some minor changes may be made as necessary and we will of course adjust the programme as required so that Mr. Cooray obtains the greatest benefit from the instruction.

Benefits

With regard to accommodation, we shall be pleased to make all necessary arrangements and will keep in touch with Mr. Cooray for that purpose.

Yours faithfully,
for S. Smith & Sons (England) Ltd.

M.L. Hobbs
KELVIN HUGHES DIVISION

KELVIN HUGHES
UNDERWATER SOUND
and
MARINE RADAR SCHOOL

BARKINGSIDE, ESSEX

THIS IS TO CERTIFY THAT

N. C. U. COORAY

attended the ECHO AND RADAR *course*

for the period February 28th to April 1st, 1966.

His progress was EXCELLENT


R. BESTLEY
CHIEF INSTRUCTOR

S. Smith & Sons (England) Ltd

KELVIN HUGHES DIVISION

St. Clare House, Minories, London, E.C.3.

Telephone: ROYAL 8741

Telegrams: MarInst, Phone, London